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It is doubtful if a treatise which presumes to be more or less formal and systematic does not lose character from the inclusion of such excellent advice as the following:

In writing a paper it may be advisable to state that the production of wool in a certain country increased from 126,481,317 pounds in 1890 to 174,612,946 pounds in 1900, but if the paper is being read it is far better to say that the production increased from about 125 millions of pounds in 1890 to nearly 175 millions in 1900.

In this connection it may be noted that several sections are included in the treatise under consideration, which are abstruse and difficult, and that the reader is not led up carefully to a full comprehension of those sections; e. g., the discussion of Cauderlier's laws of birth, and some of the discussion of life table and morality data. Incidentally what appears to be carelessness of statement may be noted in the explanation of life tables. The symbol for the number living at the beginning of the first year of life is not l_1 , as stated on page 337 in one place, but l_0 . In another paragraph we find the formula $Q_x = P_x + P_{x+1} + \dots + P_z$. This is not quite accurate, nor is the statement that Q_x "is found from the sum of the numbers in the P_x column from the year x to the last year in the table." In the same paragraph one finds the formula $Q_{96} = 281 + 33 + 138 = 452$. If we read the tables correctly, $Q_{96} = 281$.

The title, *Modern Social Conditions*, is perhaps hardly indicative of the character of the treatise, which is, in fact, a compendium of demographic data.

J. C.

The German Workman: A Study in National Efficiency. By WILLIAM HARBUTT DAWSON. New York: Charles Scribner's Sons; London: P. S. King & Son, 1906. 8vo, pp. xii + 304.

It is immensely significant, or else a remarkable historical coincidence, that the recent period of marvelous industrial expansion in Germany corresponds so closely with the institution of her comprehensive system of social labor legislation. Undoubtedly the period is rapidly terminating, if it is not already passed, during which judgment upon Germany's great venture in social amelioration of her wage-earning population may be reserved on the ground that it is all experimental and uncertain in its consequences. English economists especially are beginning to feel that some further vindi-

cation of the fundamental principles upon which English economic philosophy is so largely based is required in the light of recent experience in Germany and in other countries, if not in England itself; and in the minds of many writers all of this recent experience goes to demonstrate the competency of governments to do something more than police duty in the industrial world.

Mr. Dawson in his study of national efficiency presents an account of those social institutions which are intended to insure the German workingman against any fortuitous impairment of his standard of living. The account is written in the firm conviction that the connection is direct between these institutions and Germany's recent industrial progress. In this conviction Mr. Dawson is not alone; as recent publications show, many other economists have come to the same conclusion.

During the last quarter-century no country has taken greater risks than Germany in developing her system of bureaucratic paternalism, and every new account of her social institutions gives evidence of further provision for the sick, the incapacitated, the aged, the unemployed, the inefficient, the vagrant, the dependent, and the criminal. The state or municipality provides every sort of insurance; it loans the workingman money when he would build a house, or pawn his effects; it provides courts for the free arbitration of labor disputes; it maintains or contributes to the support of labor bureaus and employment registries, labor colonies, work-houses, shelters for the homeless, and convalescent homes. It has been confidently asserted that the result of all this would be increasing dependency, but it is noted in this connection that the number of commitments to Prussian workhouses has declined 50 per cent. in twenty years.

It is more than doubtful, however, if the experience of Germany may safely be taken as a guide to social betterment in democratic communities unused to the constraints of institutionalism. No form of government is less democratic than the imperial bureaucracy of Germany. Furthermore, it may be noted that organized labor would certainly oppose the establishment in this country of social institutions which should undertake to provide work for the unemployed, the vagrant, the idle, and criminal classes. Even in Germany these institutions are forced to find employment which does not compete too directly with free labor. Yet in such institutions as the Berlin

workhouse, a considerable variety of trades and handicrafts is followed:

Tailors, shoemakers and cloggers, coopers, turners, joiners and cabinet-makers, painters, and glaziers, brush-makers, locksmiths, tinners, paper-hangers, bookbinders, straw-plaiters, masons, and potters.

In Germany, however, wood-chopping is still a chief reliance—the cut wood being used in official buildings and schoolhouses. Obviously no great social amelioration can be based upon "drudgery" and wood-cutting. Until a community is willing to teach its dependent unemployed some means of livelihood—in a word, honest trades—its efforts must be characterized as fundamentally insincere.

J. C.

The Making of a Merchant. By HARLOW N. HIGINBOTHAM.
Chicago: Forbes & Co., 1906. 8vo, pp. 210.

The first part of the book deals with various factors on which the foundation and advancement in business rest, the qualities that make a merchant, the details that spell success, the buying of merchandise, the treatment of employees, and the general organization and management of a department store. The last part of the book considers the different phases of credit—the qualifications of a good credit man, the difficulties and dangers of credit, the rewards and humors of the credit desk, and the storekeeper's credits and collections. The work is not of the research order, nor does it pretend to be. It is, as the above shows, essentially practical, and is more in the nature of a heart-to-heart talk addressed particularly to young men. The author is well qualified for his task from long experience in business, and possesses the happy faculty of literary expression so often lacking in business men. He not only knows business, but also knows how to talk about it. The book is full of good business advice, and is especially to be recommended to young business men.

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